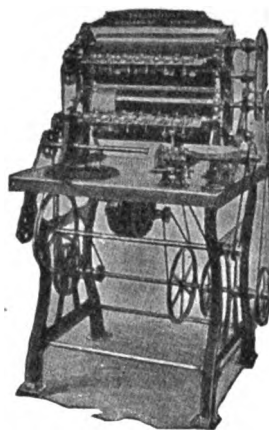


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### IS A SOURCE OF ADDITIONAL PROFITS.

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There are two equally good reasons why hardware merchants should give serious thought to the question



**Hatfield Grinding Machine.**

of installing machinery for sharpening safety razor blades. The first, of course, is that of direct profits from the operation of such a machine. But the second reason is, from some angles, even more important than the first. It is a reason based upon accommodation and service which are the vital elements of good will. The hardware dealer who sells safety razors and safety razor blades has the advantage with such an installation of bringing the customer back again to the store, of impressing upon him the many conveniences of the store's service to its patrons, and, therefore, establishing a new link in a strong chain of personal relationship with its customers.

The immediate profit in dollars and cents is a welcome addition to the income of the store. The indirect profit from the installation of such a machine as, for example, the Hatfield Grinding Machine for sharpening safety razor blades, illustrated herewith, are distributed over every department of the business. This machine sharpens all makes of safety razor blades as well as other cutlery. It is made by the Hyfield Manufacturing Company, 21 Walker Street, New York City, who will gladly furnish full particulars to interested dealers.

### HARDWARE DEALER IS GLAD OF THE CHANCE TO BUY EASTER HAT FOR HIS WIFE.

"Confound the extravagance of women!" wrathfully exclaimed Charlie Perkins as he found a bill from his wife's milliner in the morning mail.

"What are you growling about now?" asked his friend Jack Caplan, a neighboring hardware man who had run in to see him about some committee work of their local association.

"Growling about! Look at this! Here's a bill for \$40.00 for a hat that hasn't fifty cents worth of material in it. Just because I happened to have an extra good week the end of last month, my wife thinks she's entitled to buy all the importations from Paris. It makes a fellow sore to—"

"Forget it, Charlie," urged Caplan. "What do you think your wife is, a kitchen mechanic? Don't you want her to have nice clothes, a decent bonnet to wear once in a while? Never knew you to be a tightwad. You—"

"It's easy for you to talk, but if you had a stack of bills piling up against you like I have," interrupted Perkins, "you would—"

"Maybe so," interposed Caplan, "but my wife's Easter bonnet didn't cost me a cent. Perhaps that's the reason I don't sympathize with you. At that, her hat cost five dollars more than your wife's."

"The deuce you say!" exclaimed Charlie Perkins. "Since when did your relations begin donating hats to your wife?"

"Donate nothing!" he replied. "She earned the money herself on a bet."

"On a bet? Why, I thought your wife was strongly opposed to gambling."

"So she is, but this wasn't gambling. As it turned out, she was betting on a sure thing."

"You are talking in puzzles," said Perkins. "Explain yourself."

"Well, you see it was like this: About two months

ago my wife returned from a visit to her brother's in St. Louis. She was enthusiastic about a Hatfield Grinding Machine that was in operation in her brother's hardware store and making a barrel of money for the house. She—"

"What has that to do with the price of Easter bonnets," interrupted Perkins.

"A whole lot more than you think," answered Jack Caplan.

"When she came back," he continued, "she insisted on my buying a Hatfield Grinding Machine and installing it in my store. I objected to the risk of spending money for such a contrivance and argued that it would take a long time before it would pay for itself."

"That was two months ago," he added. "She was so thoroughly convinced that it would be a money-maker that she offered to pay for it out of her own savings if it didn't make good in sixty days. I was just as game as she was, and promised her that she could have all the money over and above the original investment which the machine would bring in by Easter Sunday."

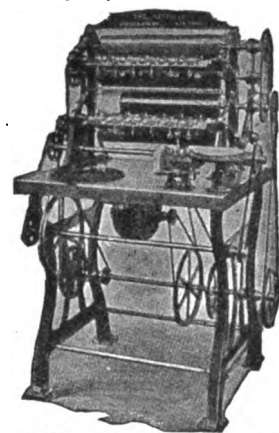
"A week before Easter," he went on, "there was \$87.00 net to her credit. Like the good wife that she is, she refused to take advantage of me and said, 'We'll call it square if you'll pay for my Easter hat out of the proceeds. The rest you can put back in the business.'"

"Believe me," he concluded, "I was mighty glad of the chance to pay for that Easter hat."

"I wouldn't mind paying the bill for my wife's Easter hat on the same terms," earnestly declared Charlie Perkins. "I guess I'll put in one of those Hatfield Grinding Machines myself."

"Where did you buy yours?" he queried.

"I'd advise you to write to Hyfield Manufacturing Company, 21 Walker street, New York City," said Jack Caplan, "and get full particulars of their proposition to dealers."



Hatfield Grinding Machine.

"I'll do that right away," declared Charlie Perkins. "I can't afford to overlook any good money-maker in my business. The fact is, my wife is not extravagant and I ought not to have said that she was, but I was worried by all these bills. I want her to have the best of everything. A machine like that ought to help me pay for a good many things to which she is really entitled. She's always been a good scout and helped me in every way to make a success of this store."

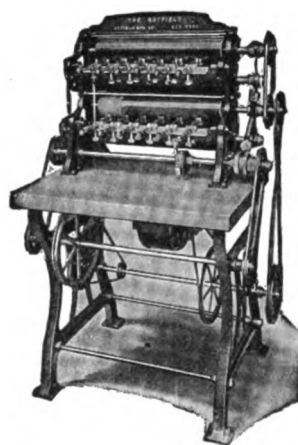
"I'm glad to hear you talk that way, Charlie," said Caplan. "I'm sure you won't regret putting in that Hatfield Grinding Machine. So long, old man, I must be going. See you tonight at the committee meeting."

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### HATFIELD SAFETY RAZOR SHARPENING MACHINE IS SAID TO BE BOTH DURABLE AND PROFITABLE.

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Nowadays there is not much room for argument concerning the money-making advantages of the razor sharpening business as an adjunct to the up-to-the-minute hardware store. The chief question about which there is any debate is the kind of sharpening machine to install. Admittedly, such a machine must possess economy of operation and durability. A machine whose parts wear out quickly, thus necessitating frequent expenditures for replacement, cannot by any stretch of the imagination be described as durable or profitable. On the other hand, a sharpening machine which is strongly and



**Hatfield Safety Razor Blade  
Sharpening Machine, Made by  
the Hyfield Manufacturing  
Company, New York City.**

lastingly built may rightly be classified as possessing those desirable qualities, provided that it also does good work.

The Hatfield Safety Razor Blade Sharpening Machine, shown in the accompanying illustration, is declared to be thoroughly reliable by its makers, the Hyfield Manufacturing Company of New York City. Numerous testimonials from satisfied users are adduced by the Company in support of the declaration. This machine is so well constructed that it is said that grooves cannot be worn in the rollers. The Company explains that the perfect oscillating movement back and forth of the rapidly turning rollers has been adjusted so exactly, that the blades touch the top and the bottom rollers in a different place each time up and each time down

so as to give perfectly even wear on the rollers. Hardware dealers who are thinking of adding razor sharpening to their business will benefit from the descriptive catalog of the Hyfield Manufacturing Company which will be sent them on request.

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